

# August 2019

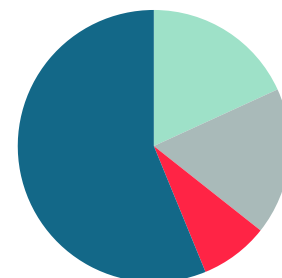
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	1,151	1,108	-3.74%
Pending Listings	977	1,066	9.11%
New Listings	1,716	1,566	-8.74%
Median List Price	160,000	168,600	5.38%
Median Sale Price	159,999	165,250	3.28%
Median Percent of Selling Price to List Price	99.44%	99.65%	0.21%
Median Days on Market to Sale	25.00	21.00	-16.00%
End of Month Inventory	5,292	3,427	-35.24%
Months Supply of Inventory	5.39	3.52	-34.66%



■ Closed (18.17%)  
■ Pending (17.48%)  
■ Other OffMarket (8.15%)  
■ Active (56.20%)

**Absorption:** Last 12 months, an Average of **972** Sales/Month  
**Active Inventory** as of August 31, 2019 = **3,427**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **35.24%** to 3,427 existing homes available for sale. Over the last 12 months this area has had an average of 972 closed sales per month. This represents an unsold inventory index of **3.52** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.28%** in August 2019 to \$165,250 versus the previous year at \$159,999.

#### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 4.00 days or **16.00%** in August 2019 compared to last year's same month at **25.00** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,566 New Listings in August 2019, down **8.74%** from last year at 1,716. Furthermore, there were 1,108 Closed Listings this month versus last year at 1,151, a **-3.74%** decrease.

Closed versus Listed trends yielded a **70.8%** ratio, up from previous year's, August 2018, at **67.1%**, a **5.48%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
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<b>Market Summary</b>	<b>10</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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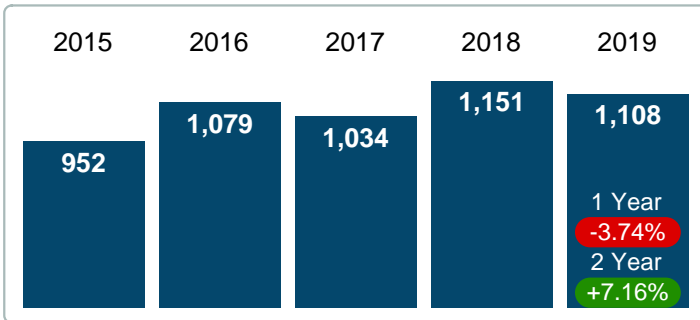
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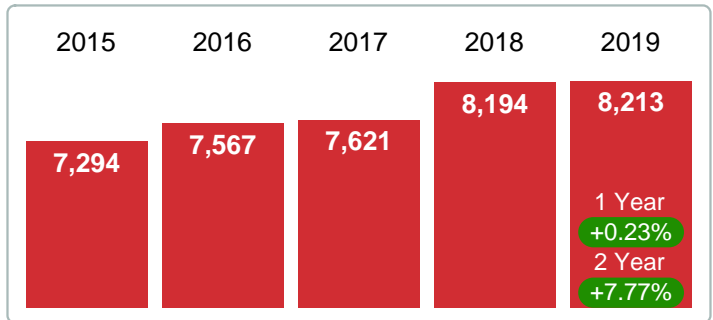
## CLOSED LISTINGS

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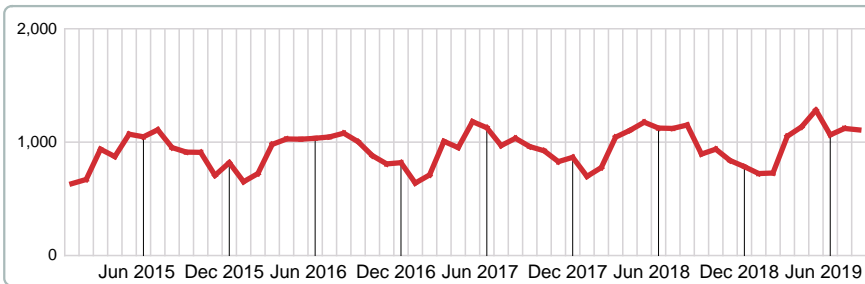
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,065

High May 2019 1,282 Low Jan 2015 634

Closed Listings this month at 1,108 above the 5 yr AUG average of 1,065



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	229	20.67%	27.0	80	116	30	3
\$75,001-\$125,000	139	12.55%	10.0	32	101	5	1
\$125,001-\$175,000	238	21.48%	10.0	24	176	35	3
\$175,001-\$250,000	250	22.56%	22.0	23	126	90	11
\$250,001-\$350,000	145	13.09%	29.0	6	46	80	13
\$350,001 and up	107	9.66%	46.0	4	25	62	16
<b>Total Closed Units</b>	<b>1,108</b>			<b>169</b>	<b>590</b>	<b>302</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>212,666,671</b>	<b>100%</b>	<b>21.0</b>	<b>22.06M</b>	<b>90.00M</b>	<b>83.32M</b>	<b>17.29M</b>
<b>Median Closed Price</b>	<b>\$165,250</b>			<b>\$81,250</b>	<b>\$150,000</b>	<b>\$244,750</b>	<b>\$295,000</b>

# August 2019



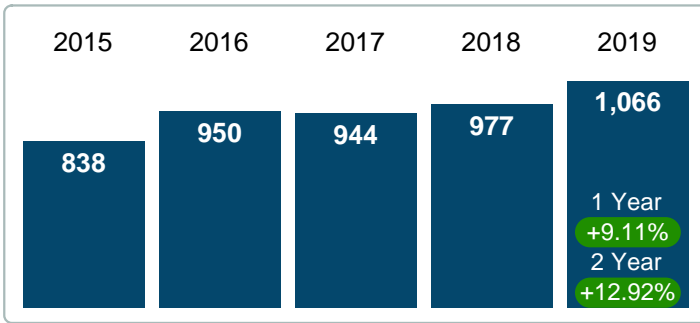
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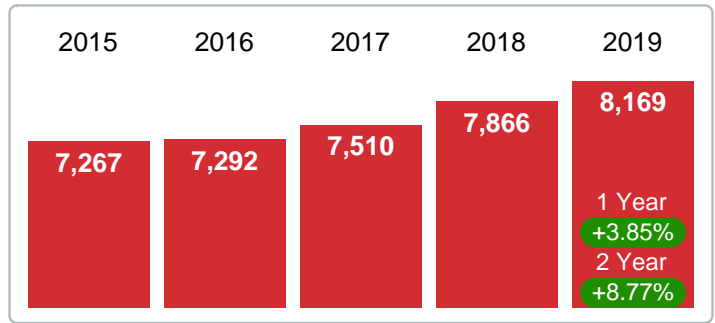
## PENDING LISTINGS

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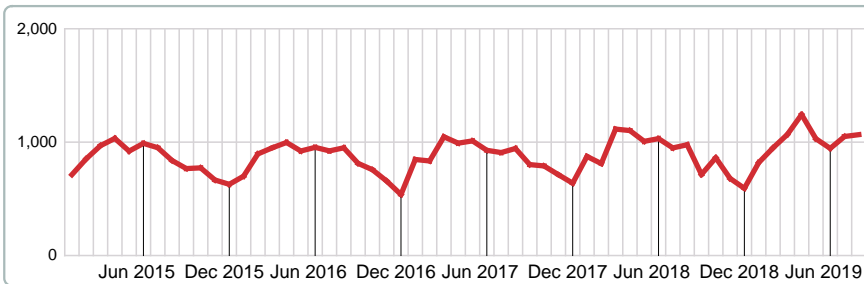
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

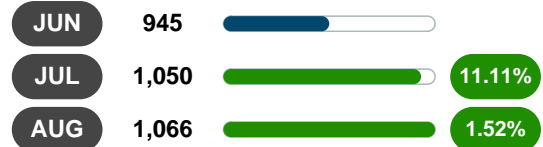


### 3 MONTHS

5 year AUG AVG = 955

High Apr 2019 1,243 Low Dec 2016 538

Pending Listings this month at **1,066**  
above the 5 yr AUG average of **955**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	85	7.97%	24.0	38	35	10	2
\$50,001 - \$100,000	122	11.44%	12.5	40	72	10	0
\$100,001 - \$125,000	92	8.63%	11.5	13	70	9	0
\$125,001 - \$175,000	264	24.77%	15.0	27	194	39	4
\$175,001 - \$250,000	246	23.08%	18.5	12	143	82	9
\$250,001 - \$350,000	138	12.95%	33.5	9	45	69	15
\$350,001 and up	119	11.16%	47.0	9	24	59	27
<b>Total Pending Units</b>	<b>1,066</b>			<b>148</b>	<b>583</b>	<b>278</b>	<b>57</b>
<b>Total Pending Volume</b>	<b>221,680,670</b>	<b>100%</b>	<b>20.0</b>	<b>23.47M</b>	<b>96.84M</b>	<b>76.86M</b>	<b>24.52M</b>
<b>Median Listing Price</b>	<b>\$169,000</b>			<b>\$89,750</b>	<b>\$154,900</b>	<b>\$230,000</b>	<b>\$345,000</b>

# August 2019



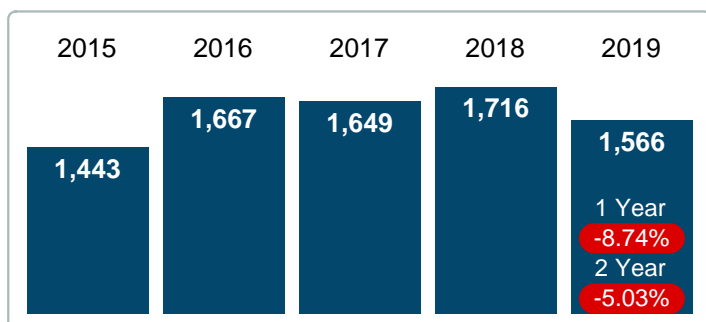
Area Delimited by County Of Tulsa



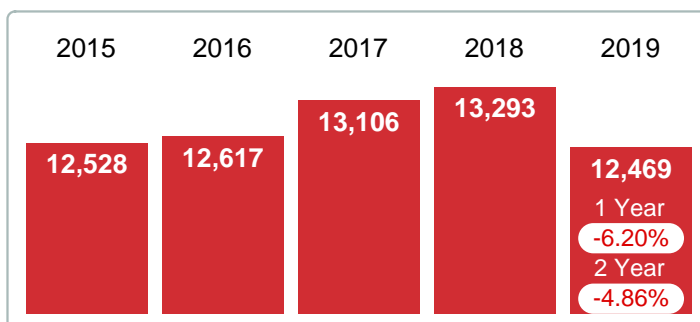
## NEW LISTINGS

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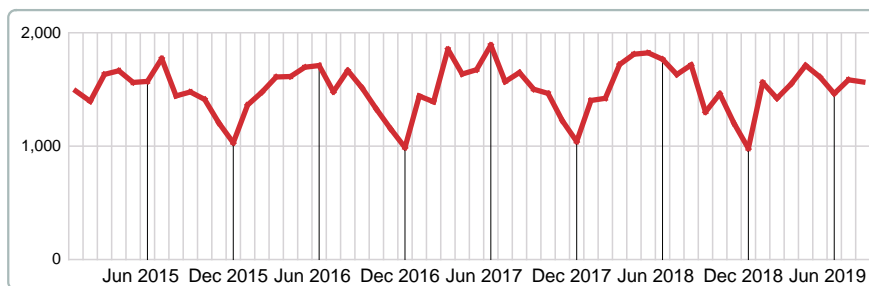
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

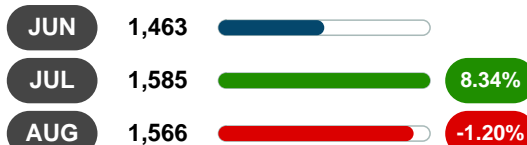


### 3 MONTHS

5 year AUG AVG = 1,608

High Jun 2017 1,891 | Low Dec 2018 980

New Listings this month at **1,566**  
below the 5 yr AUG average of **1,608**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	313	19.99%	125	144	39	5
\$75,001-\$125,000	191	12.20%	55	121	15	0
\$125,001-\$200,000	407	25.99%	74	260	66	7
\$200,001-\$300,000	303	19.35%	29	124	135	15
\$300,001-\$450,000	189	12.07%	21	42	102	24
\$450,001 and up	163	10.41%	35	22	62	44
<b>Total New Listed Units</b>	<b>1,566</b>		<b>339</b>	<b>713</b>	<b>419</b>	<b>95</b>
<b>Total New Listed Volume</b>	<b>386,309,293</b>	<b>100%</b>	<b>81.39M</b>	<b>116.94M</b>	<b>132.22M</b>	<b>55.76M</b>
<b>Median New Listed Listing Price</b>	<b>\$176,322</b>		<b>\$124,900</b>	<b>\$152,590</b>	<b>\$269,900</b>	<b>\$439,900</b>

# August 2019

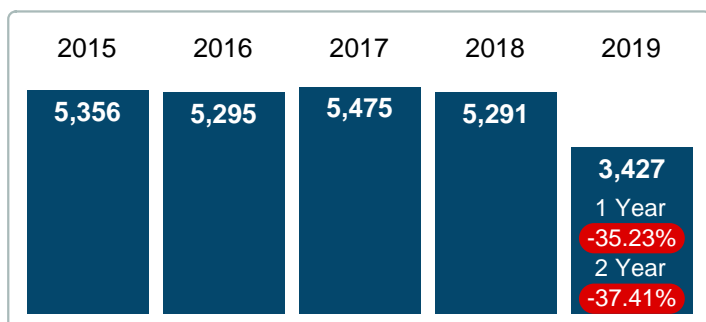
Area Delimited by County Of Tulsa



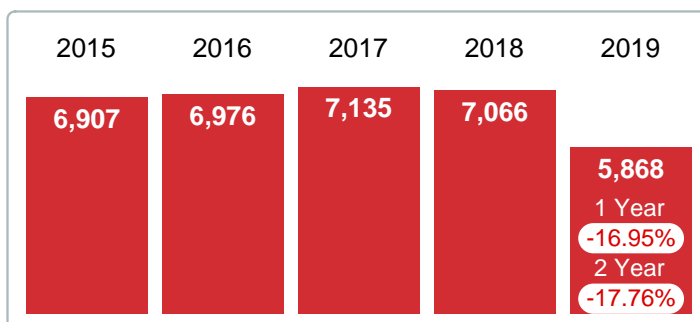
## ACTIVE INVENTORY

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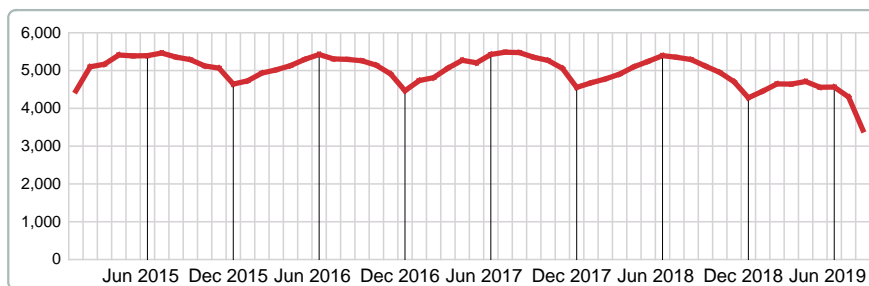
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

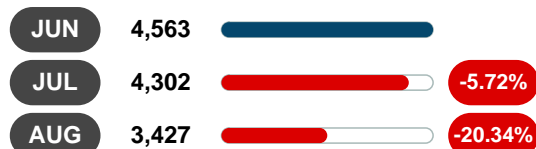


### 3 MONTHS

5 year AUG AVG = 4,969

High Jul 2017 5,486 Low Aug 2019 3,427

Inventory this month at 3,427 below the 5 yr AUG average of 4,969



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	258	7.53%	36.5	96	119	38	5
\$25,001 - \$100,000	421	12.28%	57.0	276	123	21	1
\$100,001 - \$175,000	581	16.95%	46.0	212	300	63	6
\$175,001 - \$300,000	887	25.88%	47.0	139	355	352	41
\$300,001 - \$425,000	498	14.53%	60.0	62	94	274	68
\$425,001 - \$725,000	432	12.61%	76.0	53	64	203	112
\$725,001 and up	350	10.21%	87.0	136	21	84	109
<b>Total Active Inventory by Units</b>	<b>3,427</b>			<b>974</b>	<b>1,076</b>	<b>1,035</b>	<b>342</b>
<b>Total Active Inventory by Volume</b>	<b>1,236,022,704</b>	<b>100%</b>	<b>54.0</b>	<b>352.17M</b>	<b>227.17M</b>	<b>411.42M</b>	<b>245.27M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$238,900</b>			<b>\$140,000</b>	<b>\$175,000</b>	<b>\$320,000</b>	<b>\$535,000</b>

# August 2019

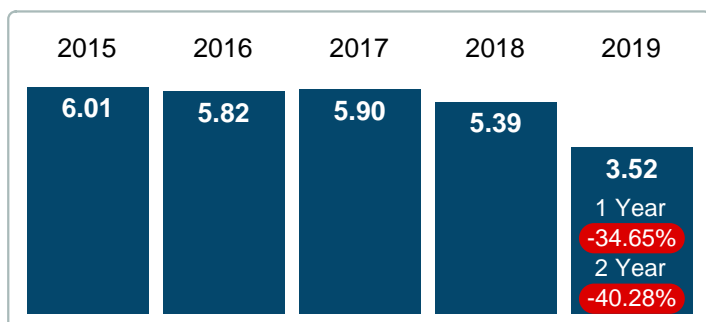
Area Delimited by County Of Tulsa



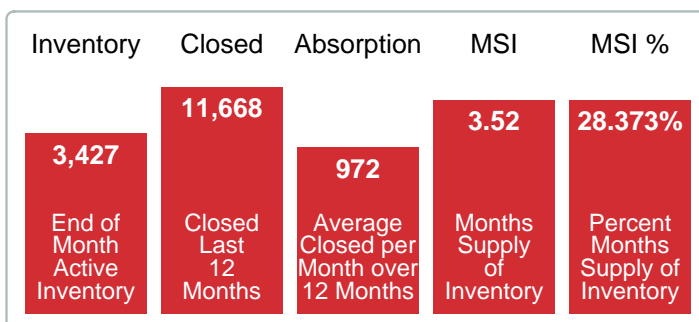
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 11, 2019 for MLS Technology Inc.

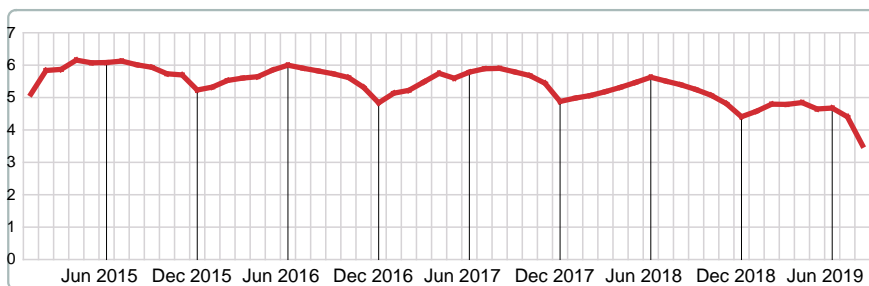
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019

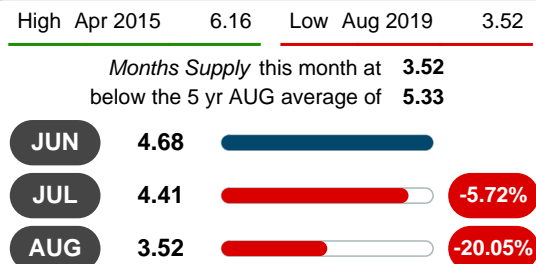


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.33



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	258	7.53%	1.92	2.74	1.61	1.70	1.82
\$25,001 - \$100,000	421	12.28%	3.01	4.67	1.70	2.77	1.71
\$100,001 - \$175,000	581	16.95%	2.05	6.88	1.40	1.76	2.00
\$175,001 - \$300,000	887	25.88%	3.17	8.92	2.82	2.85	2.83
\$300,001 - \$425,000	498	14.53%	6.05	21.88	4.03	5.76	7.92
\$425,001 - \$725,000	432	12.61%	10.67	23.56	8.73	9.02	13.31
\$725,001 and up	350	10.21%	30.00	90.67	18.00	16.52	27.83
Market Supply of Inventory (MSI)			3.52	6.62	2.07	3.91	8.19
Total Active Inventory by Units		100%	3,427	974	1,076	1,035	342

# August 2019



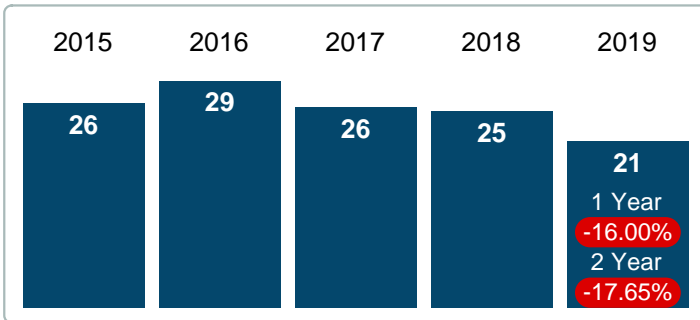
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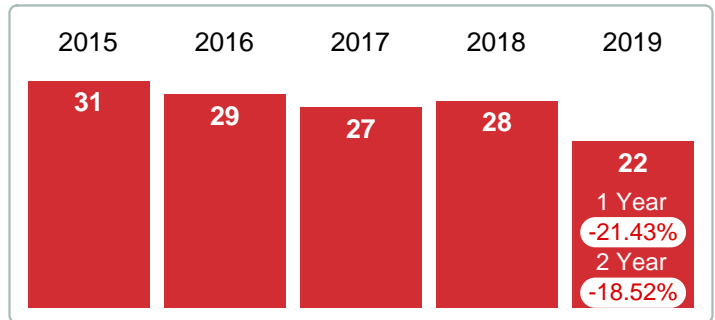
## MEDIAN DAYS ON MARKET TO SALE

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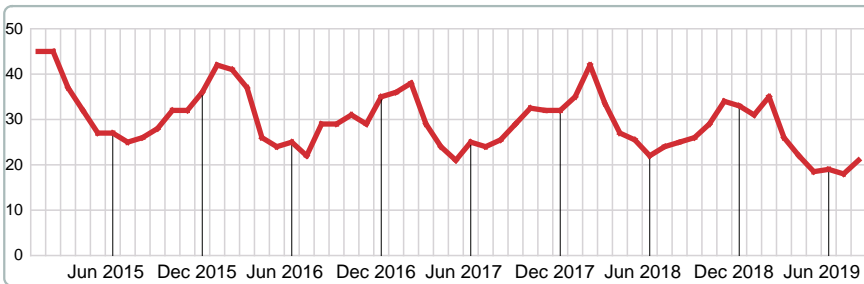
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 25

High Feb 2015 45 Low Jul 2019 18

Median Days on Market to Sale this month at 21 below the 5 yr AUG average of 25



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	87	0	0	0	0
\$1-\$75,000	229	20.67%	27	33	24	34	16
\$75,001-\$125,000	139	12.55%	10	12	10	66	46
\$125,001-\$175,000	238	21.48%	10	24	10	9	19
\$175,001-\$250,000	250	22.56%	22	47	17	27	19
\$250,001-\$350,000	145	13.09%	29	43	24	24	63
\$350,001 and up	107	9.66%	46	11	20	56	81
Median Closed DOM			21	28	15	29	50
Total Closed Units		100%	1,108	169	590	302	47
Total Closed Volume			212,666,671	22.06M	90.00M	83.32M	17.29M



# August 2019

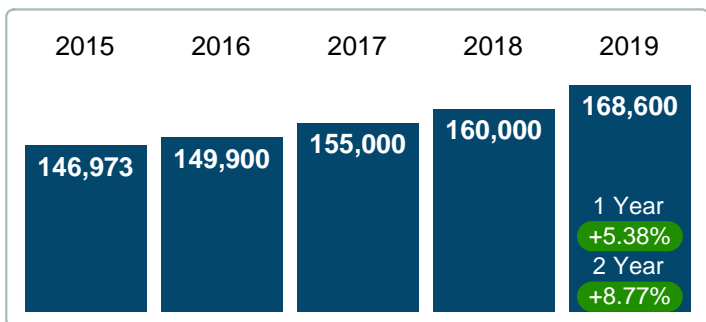
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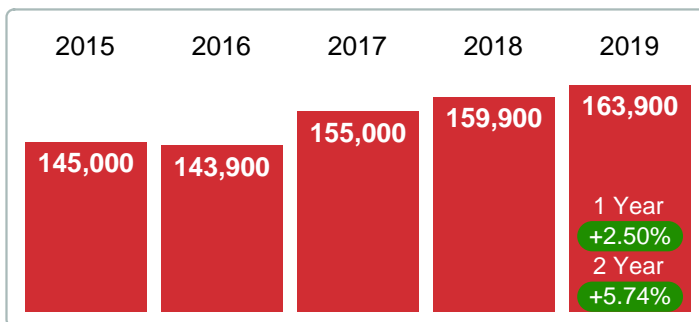
## MEDIAN LIST PRICE AT CLOSING

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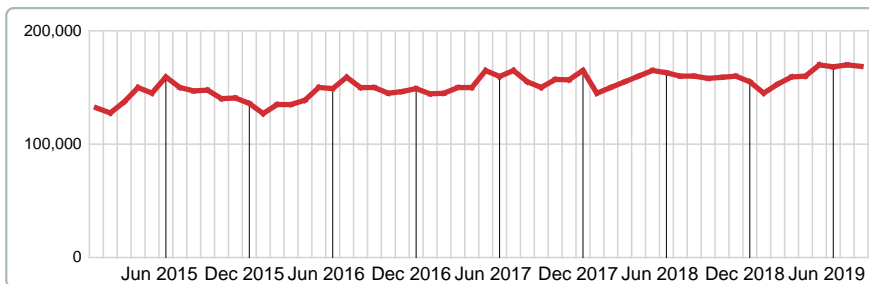
### AUGUST



### YEAR TO DATE (YTD)

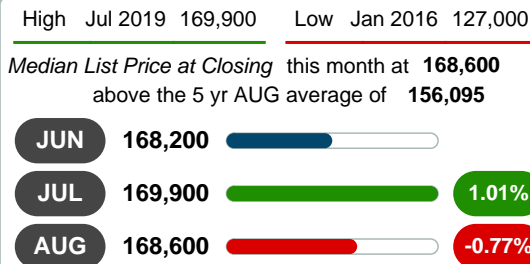


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 156,095



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	46	0	0	0	0
\$1-\$75,000	226	20.40%	1,623	34,500	1,350	1,595	2,795
\$75,001-\$125,000	134	12.09%	105,450	99,950	106,200	116,900	0
\$125,001-\$175,000	233	21.03%	153,900	156,500	150,000	155,000	165,000
\$175,001-\$250,000	258	23.29%	209,250	211,500	197,000	219,900	238,750
\$250,001-\$350,000	144	13.00%	299,250	312,000	282,450	299,900	305,000
\$350,001 and up	113	10.20%	449,900	472,500	447,900	439,000	479,100
Median List Price			168,600	82,500	150,000	245,000	300,000
Total Closed Units		100%	1,108	169	590	302	47
Total Closed Volume			218,541,116	22.92M	91.46M	86.09M	18.07M



# August 2019

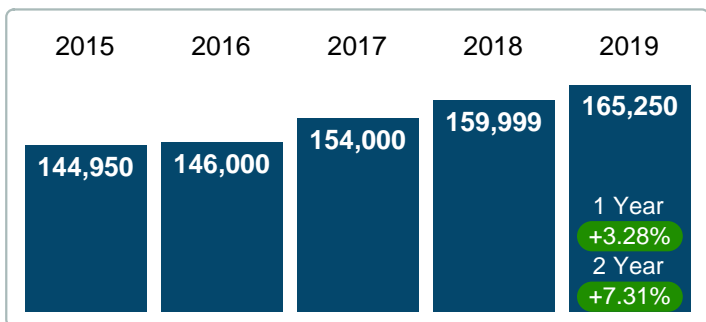
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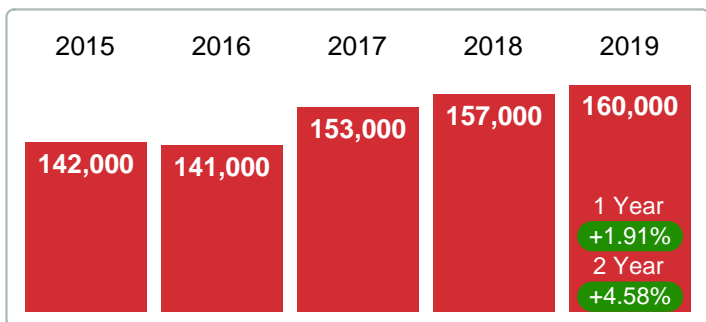
## MEDIAN SOLD PRICE AT CLOSING

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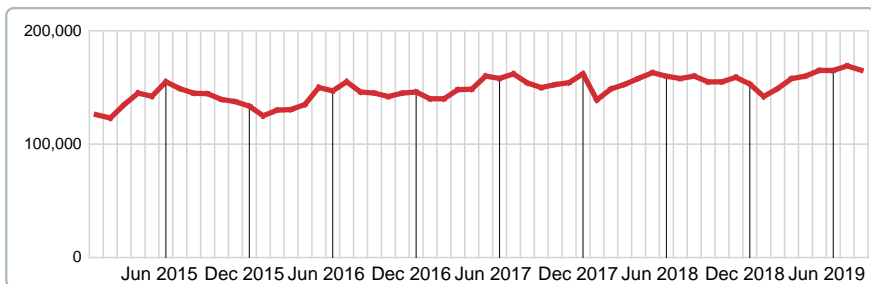
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

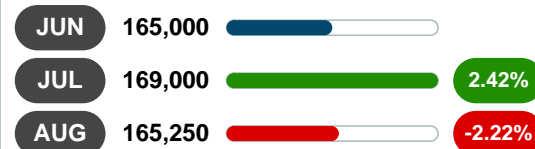


### 3 MONTHS

5 year AUG AVG = 154,040

High Jul 2019 169,000 Low Feb 2015 123,000

Median Sold Price at Closing this month at **165,250** above the 5 yr AUG average of **154,040**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	449,900	0	0	0	0
\$1-\$75,000	229	20.67%	1,645	31,000	1,350	1,595	2,895
\$75,001-\$125,000	139	12.55%	106,000	93,750	107,000	115,000	107,500
\$125,001-\$175,000	238	21.48%	152,875	153,375	152,036	150,000	165,000
\$175,001-\$250,000	250	22.56%	205,000	204,900	195,241	215,500	238,000
\$250,001-\$350,000	145	13.09%	292,000	335,000	274,875	297,000	299,000
\$350,001 and up	107	9.66%	445,000	496,250	430,000	416,750	479,000
Median Sold Price			165,250	81,250	150,000	244,750	295,000
Total Closed Units		100%	1,108	169	590	302	47
Total Closed Volume			212,666,671	22.06M	90.00M	83.32M	17.29M

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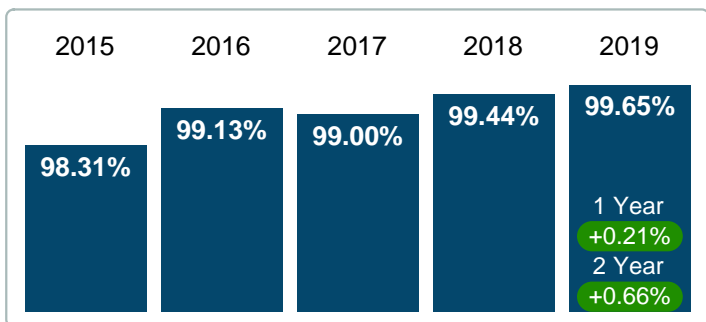
Area Delimited by County Of Tulsa



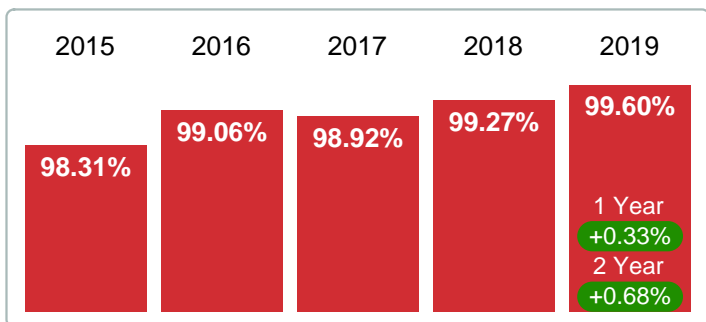
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2019 for MLS Technology Inc.

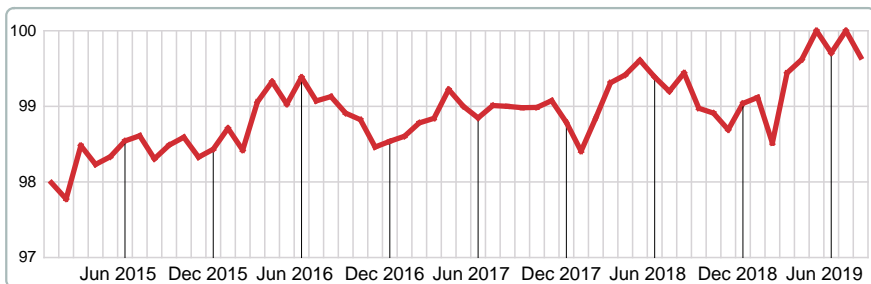
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

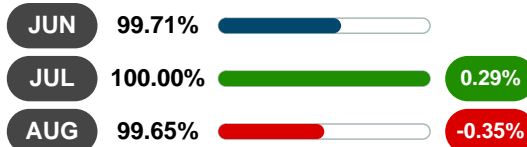


### 3 MONTHS

5 year AUG AVG = 99.11%

High Jul 2019 100.00% Low Feb 2015 97.78%

Median Sold/List Ratio this month at **99.65%**  
above the 5 yr AUG average of **99.11%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	45,000.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	229	20.67%	100.00%	100.00%	100.00%	100.00%	100.00%
\$75,001-\$125,000	139	12.55%	99.28%	97.59%	100.00%	97.56%	72.15%
\$125,001-\$175,000	238	21.48%	100.00%	97.97%	100.00%	100.00%	96.36%
\$175,001-\$250,000	250	22.56%	99.92%	98.09%	100.00%	100.00%	98.97%
\$250,001-\$350,000	145	13.09%	98.22%	97.35%	98.04%	98.44%	98.22%
\$350,001 and up	107	9.66%	97.44%	98.28%	100.00%	96.93%	97.60%
Median Sold/List Ratio		99.65%		98.77%	100.00%	98.89%	97.95%
Total Closed Units		1,108	100%	169	590	302	47
Total Closed Volume		212,666,671		22.06M	90.00M	83.32M	17.29M

# August 2019

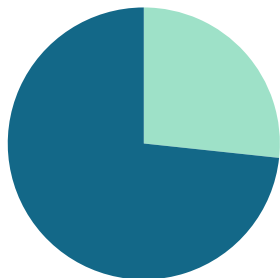
Area Delimited by County Of Tulsa



## MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

### INVENTORY

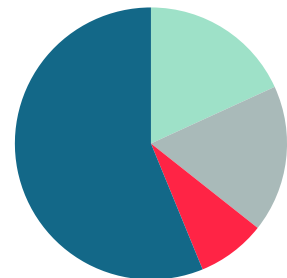


**Inventory**  
 New Listings  
**1,566 = 26.69%**  
 Start Inventory  
**4,302**  
 Total Inventory Units  
**5,868**  
 Volume  
**\$1,808,318,504**

### Market Activity

Closed Sales  
**1,108 = 18.17%**  
 Pending Sales  
**1,066 = 17.48%**  
 Other Off Market  
**497 = 8.15%**  
 Active Inventory  
**3,427 = 56.20%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,151	1,108	-3.74%	8,194	8,213	0.23%
Pending Sales	977	1,066	9.11%	7,866	8,169	3.85%
New Listings	1,716	1,566	-8.74%	13,293	12,469	-6.20%
Median List Price	160,000	168,600	5.38%	159,900	163,900	2.50%
Median Sale Price	159,999	165,250	3.28%	157,000	160,000	1.91%
Median Percent of Selling Price to List Price	99.44%	99.65%	0.21%	99.27%	99.60%	0.33%
Median Days on Market to Sale	25.00	21.00	-16.00%	28.00	22.00	-21.43%
Monthly Inventory	5,292	3,427	-35.24%	5,292	3,427	-35.24%
Months Supply of Inventory	5.39	3.52	-34.66%	5.39	3.52	-34.66%

**Absorption:** Last 12 months, an Average of **972** Sales/Month

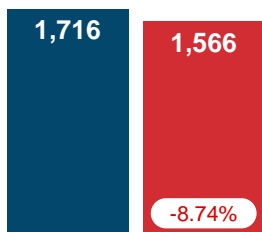
**Inventory** on August 31, 2019 = **3,427**

**2018** **2019**

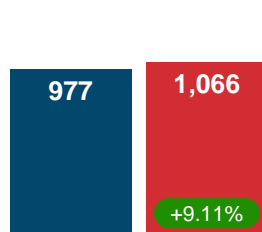
### AUGUST MARKET

### MEDIAN PRICES

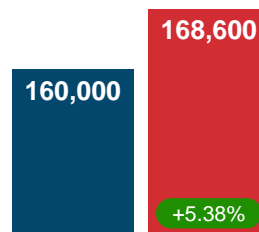
#### New Listings



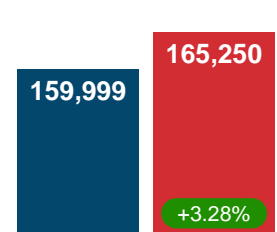
#### Pending Listings



#### List Price



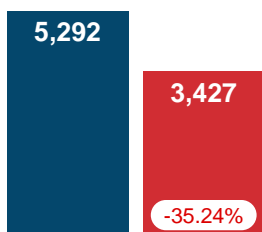
#### Sale Price



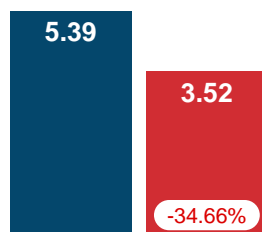
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

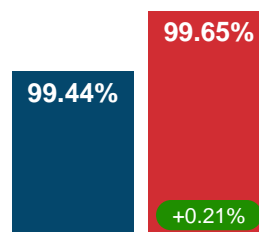
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

